

## **Bay Country Communications, Inc.**

### **Professional Qualifications**

- Founder and Vice President of Bay Country Communications
- Resident and Community Advocate of Dorchester County for over 25 years
- Supplier of Dorchester County Emergency 911 fiber optic backbone and last mile equipment
- Advocate and implemented Dorchester County Public School system fiber optic interconnectivity

**Scott Shilling  
Vice President**

### **Education:**

Academic:

1983 High School Graduate  
Glenelg High School

1984 Attended Salisbury State College

### **Professional Background:**

1985-1987 Prestige Cable, Warrenton, VA Employed by Prestige Cable as Sales Manager in this small but upscale town. Responsible for tailoring sales techniques to young technically oriented customers.

1987-1990

Lead CSR Comcast Cable Baltimore, MD Helped to institute techniques that hopefully lead to a better customer experience.

1990- Present Built from the ground up a thriving business in an economically depressed area of the eastern shore of MD. While working alongside of local government an emergency management fiber optic network was built to keep local authorities able to communicate in the event of a disaster, natural or otherwise. In conjunction with that project Bay Country Communications was able to interconnect 20 county schools and office buildings to allow a continuity of operations plan for our local government. Bay Country Communications prides itself in being able to respond to local needs in a timely fashion yet providing the most state of the art solutions.

This would be a package deal where I would be willing to sell my system as well as bring on what I consider the best network administrator in MD.

